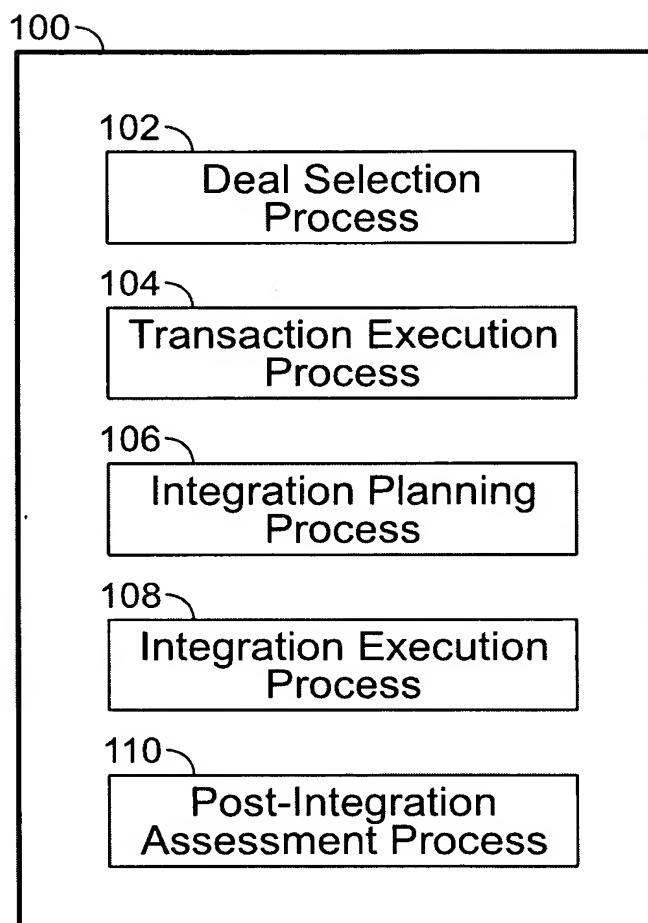


FIG. 1



**FIG. 2**

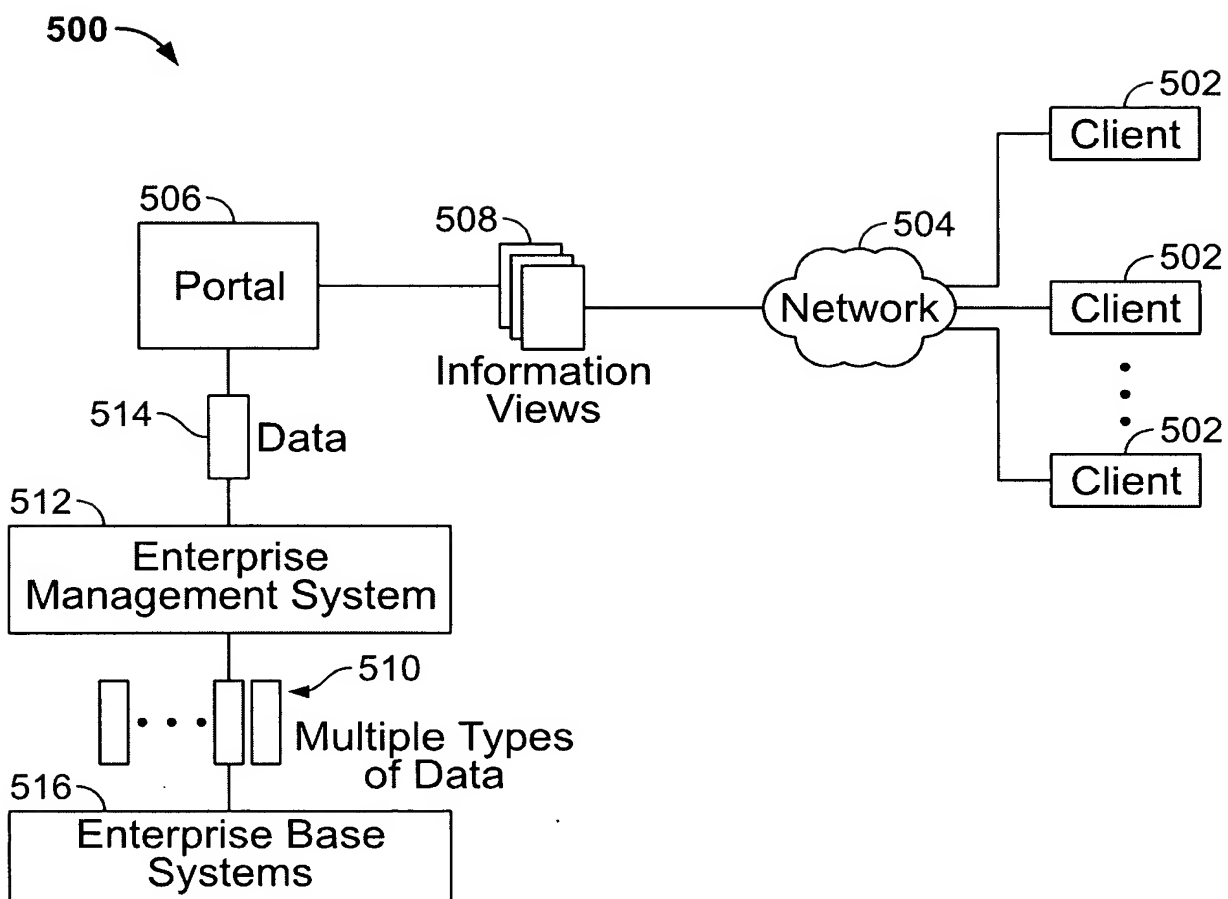
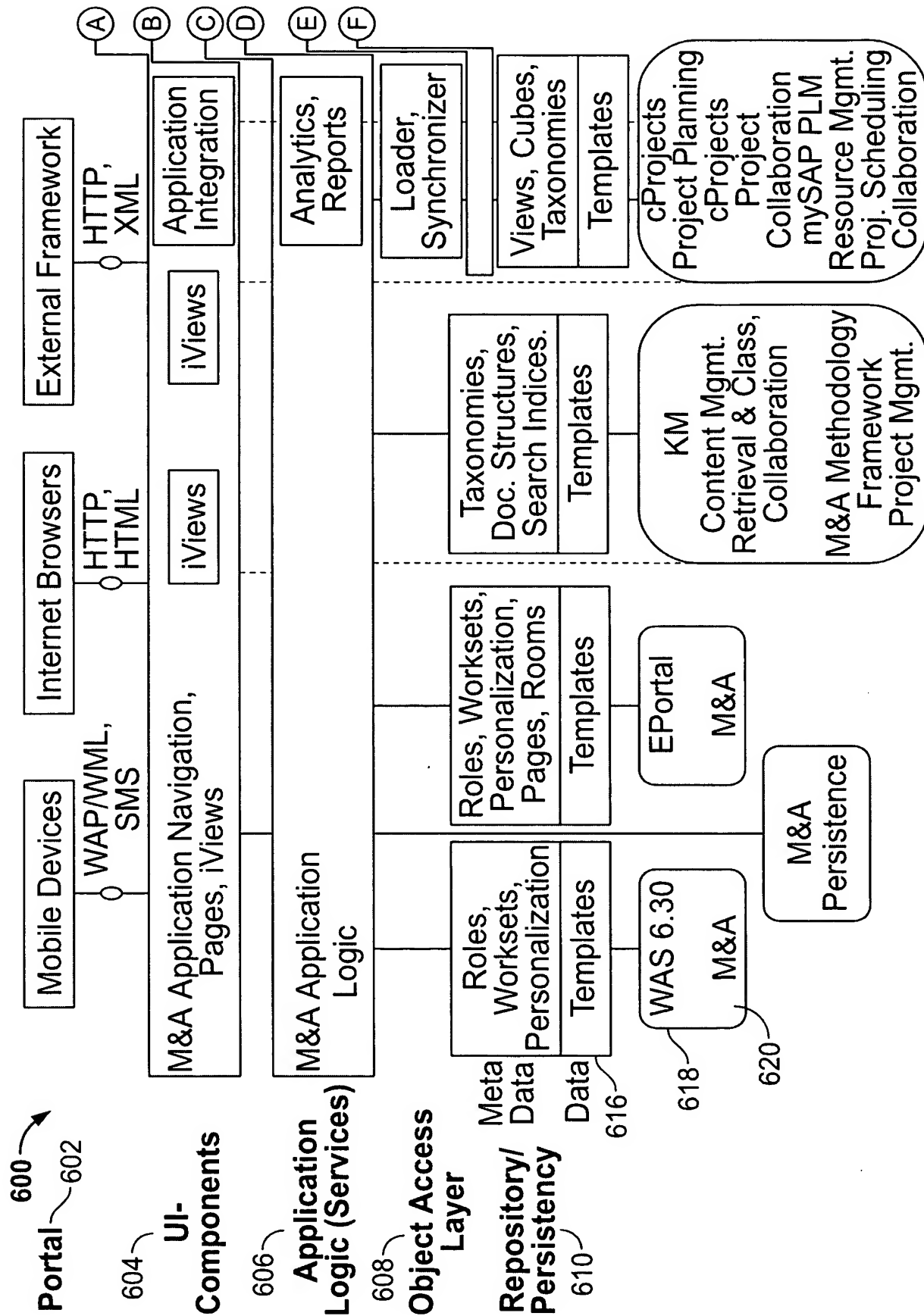
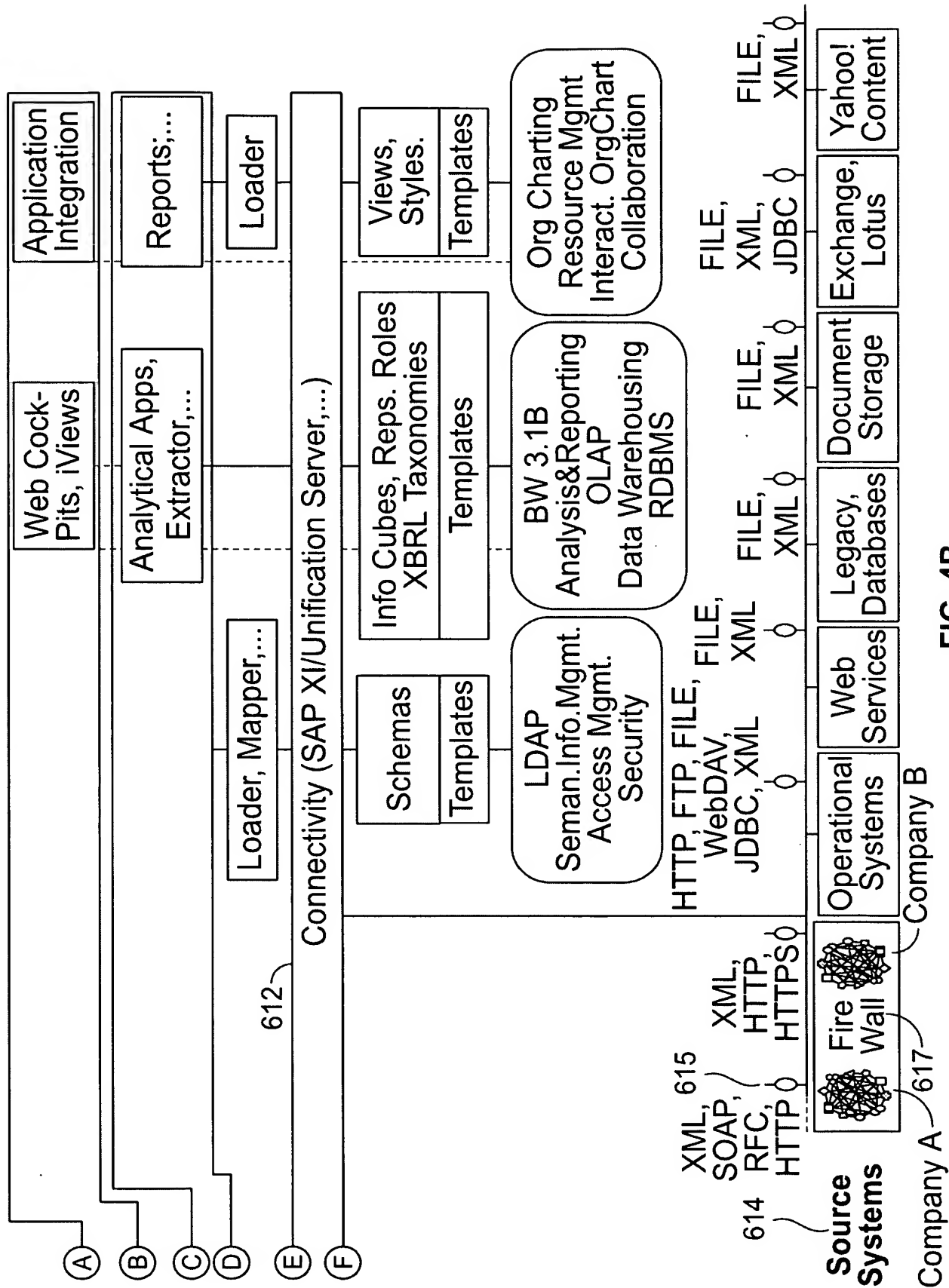


FIG. 3





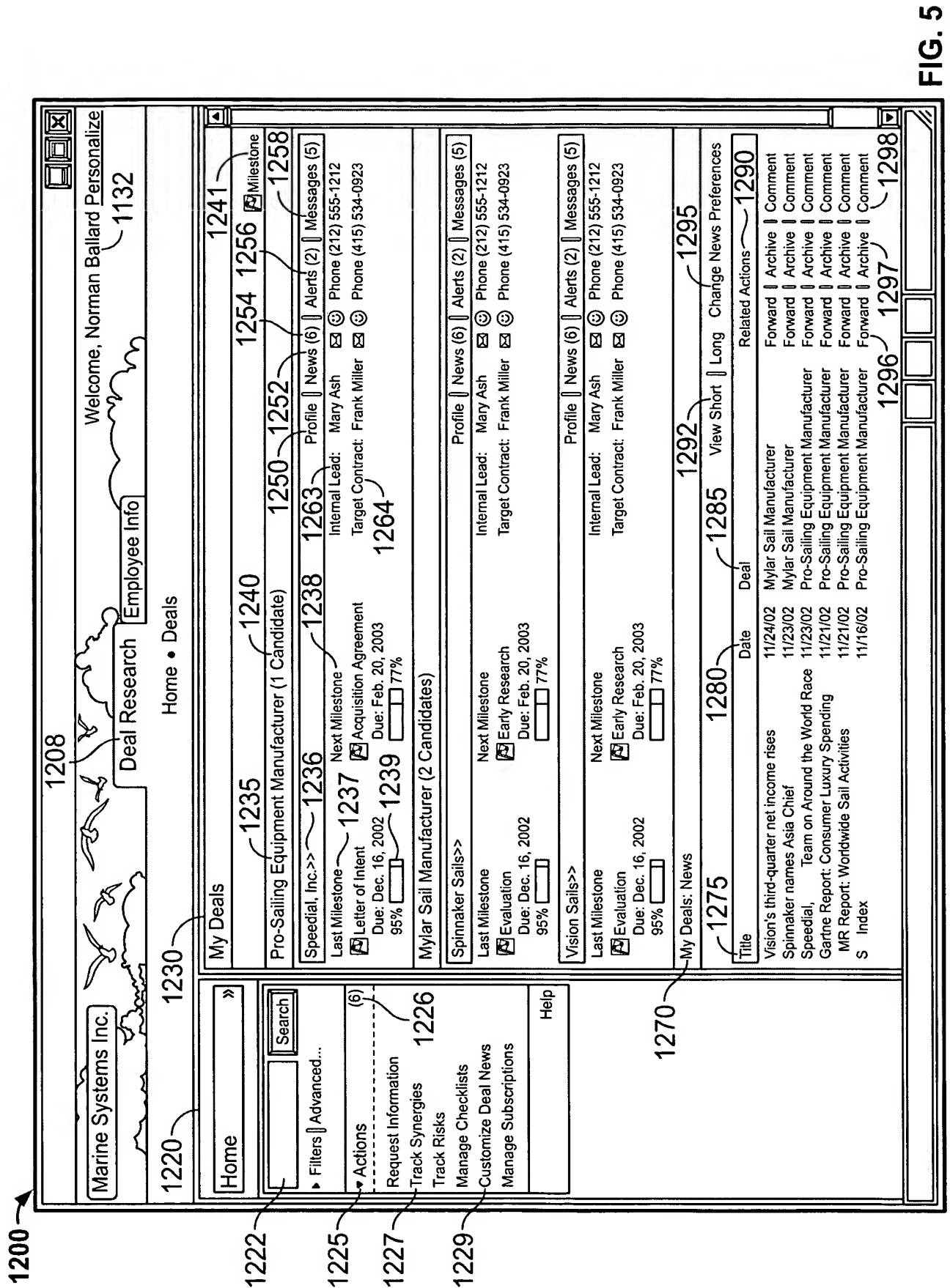


FIG. 5

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Welcome, Norman Ballard Personalize 1132

Deal Research Employee Info

Home • Deals

Deliverables Tracker 1423 1424

Sort by Meeting Date Task Force 1430

View: My Deliverables 1425

My Assigned Deliverables 1434

Name 1432	Task Force 1431	Assigned By 1436	Due Date 1437	Status 1438
IT Infrastructure (1)	Steering Committee	Christopher Jacobs	July 25, 2002	O On Schedule
Facilities Management Plan	Steering Committee	David Adams	August 16, 2002	O On Schedule
IT Rollout Schedule	Steering Committee	Christopher Jacobs	September 20, 2002	Not Started

My Requested Deliverables 1440

Name	Task Force	Requested Fresh	Due Date	Status
Speedial Network Landscape (2)	Operations	Mike Powers	July 15, 2002	O Off Schedule
North American Network	Operations	Mike Powers	July 13, 2002	O Off Schedule
Taiwan Network	Operations	Li Wang	July 13, 2002	Complete
Official Head Count for Global IT	Human Resources	Martin Ellis	Mary Eamas	O On Schedule
Facilities list (UK)	Operations	Jill Barber	Carl Williams	O On Schedule
Organizational model	Steering Committee	Will Marks	David Adams	O Off Schedule

Deals Menu

Filters Advanced...

Actions (8)

1411

View My Calendar

Organize a Meeting

Upload Files

Edit Subscription Preferences

Re-assign This Deliverable

Deliverable Help 1416

Contextual Tools (3)

IT Talent Identification & Retention

IT Standardization Assessment

IT Budget Estimator

Candidate Team (5)

Add Members...

Jack Black (650) 555-1212

Donna Simone (415) 666-2323

Norman Ballard (604) 309-3243

Kai Ma (501) 662-3332

Perry Swinisa (323) 226-9014

Help

FIG. 7



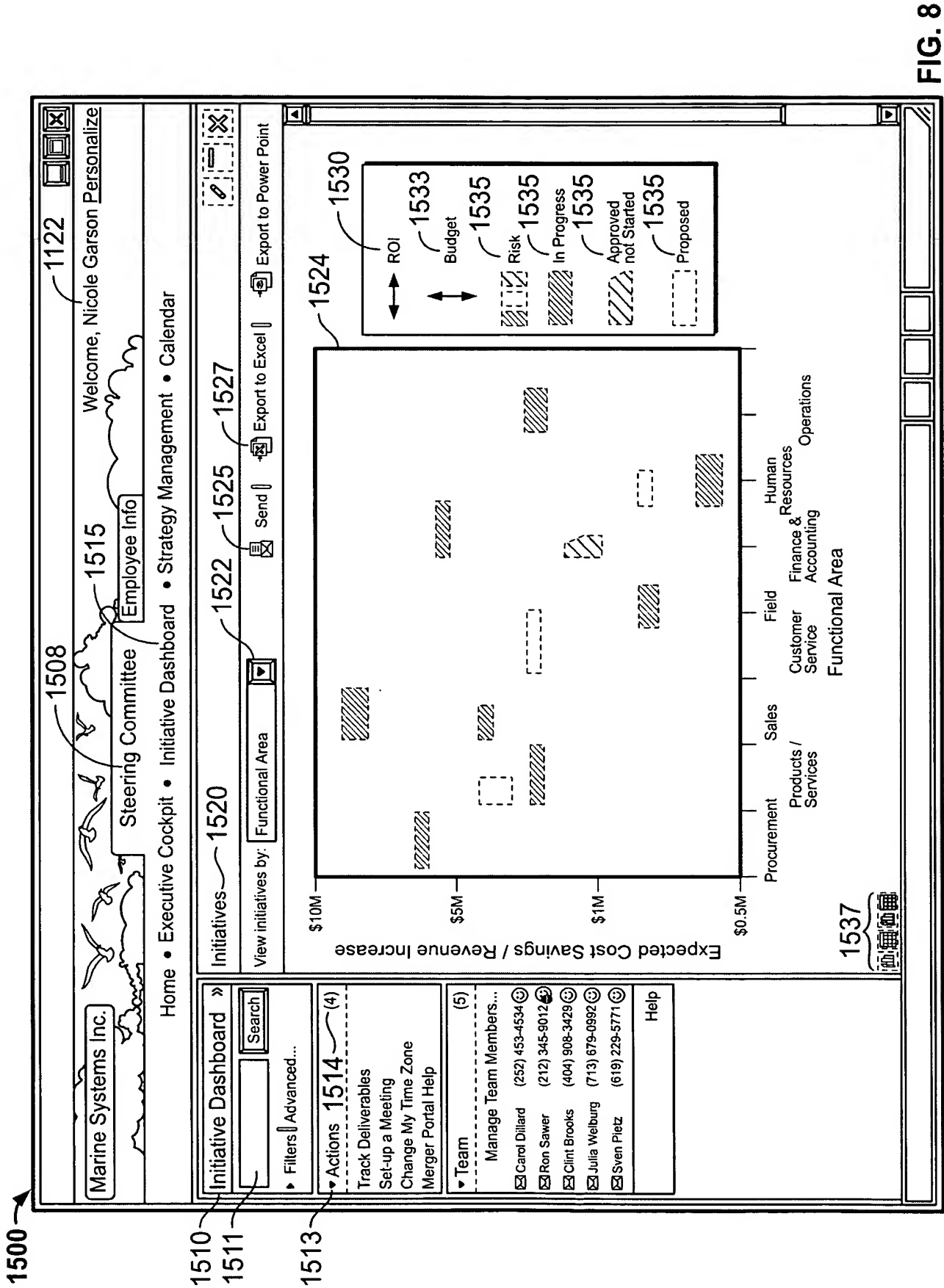
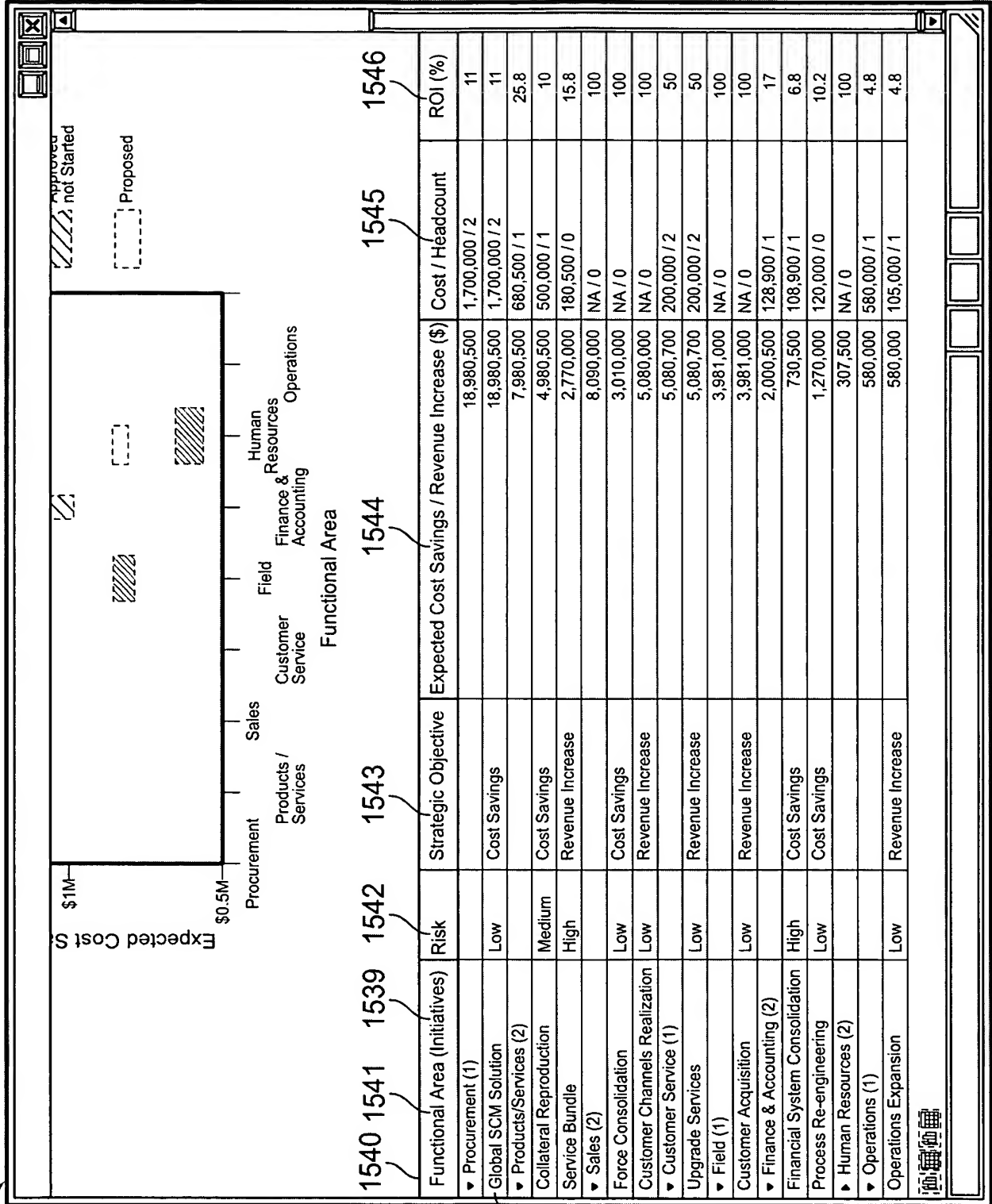


FIG. 8

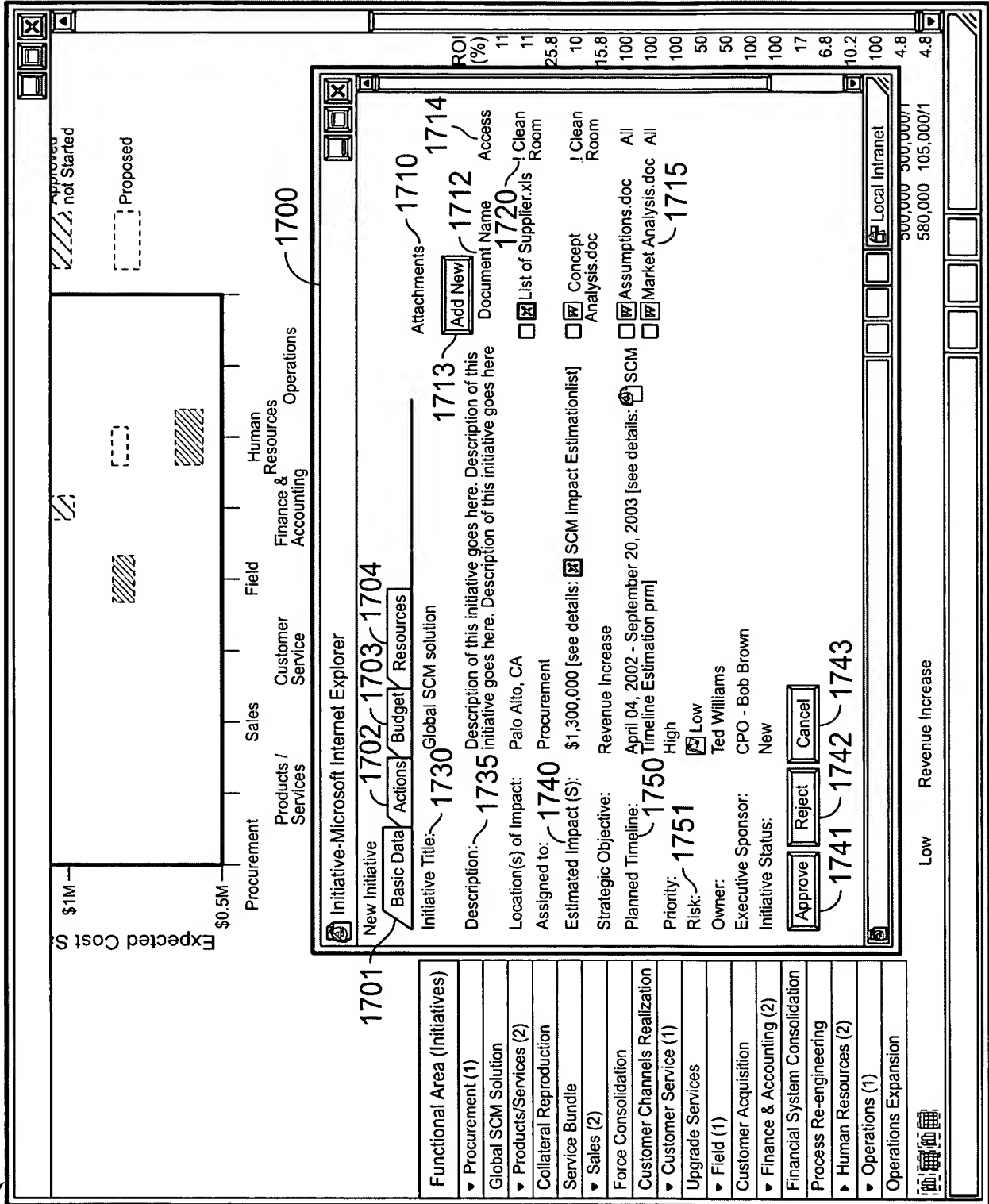
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FIG. 9

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Welcome, Nicole Garson Personalize

1508

1122

Steering Committee Employee Info

Home • Executive Cockpit • Initiative Dashboard • Strategy Management • Calendar

Executive Cockpit

Search

Filters Advanced...

Actions (4)

Track Deliverables

Set-up a Meeting

Change My Time Zone

Merger Portal Help

1951

Team (5)

Manage Team Members...

Carol Dillard (252) 453-4534

Ron Sawyer (212) 345-9012

Clint Brooks (404) 908-3429

Julia Walburg (713) 679-0992

Sven Pietz (619) 229-5771

Help

Merger Performance

1920

May Jun Jul

Key Performance Indicators

1925

Market Analyst Customer Sales Employee Vendor Cost Schedule Task Force

Decision In-Box 1930

Done Due Issue

Engage Boston Consulting Group

Decide England Territory overlap

Set goals on headcount reduction

Appoint new VP sales Eastern US

Sort by: Category Alert Open All Close All

Sales Europe and Asia Open Issues: England territory overlap

Sales Americas 1940

Marketing

Operations Open Issues: Head Office Location, San Diego flagship office

Summary

Date Type Title

07.07.02 Decision Consolidate NY facilities NewCo offices will be consolidated at 134 Broadway facility. Other offices to...

07.06.02 Open Issue Head office location Huge savings possible if we choose Atlanta over San Diego.

07.01.02 Complete Atlanta migration Plan Atlanta facilities renovation will be renovated and occupied by October 31st.

06.26.02 Decision NewCo to run R3 Cost savings and extensibility make R3 clear choice.

06.25.02 Open Issue San Diego flagship office Cost over runs on construction propose cancellation or project

06.22.02 Complete Network Landscape Houston to be hosting center R3. local offices to be linked via UUNet.

1950

Engineering

Manufacturing

Financial Reporting Open Issues: Revenue reporting model Transaction freeze data

Communication

Legal/Tax

HR People Integration

FIG. 12

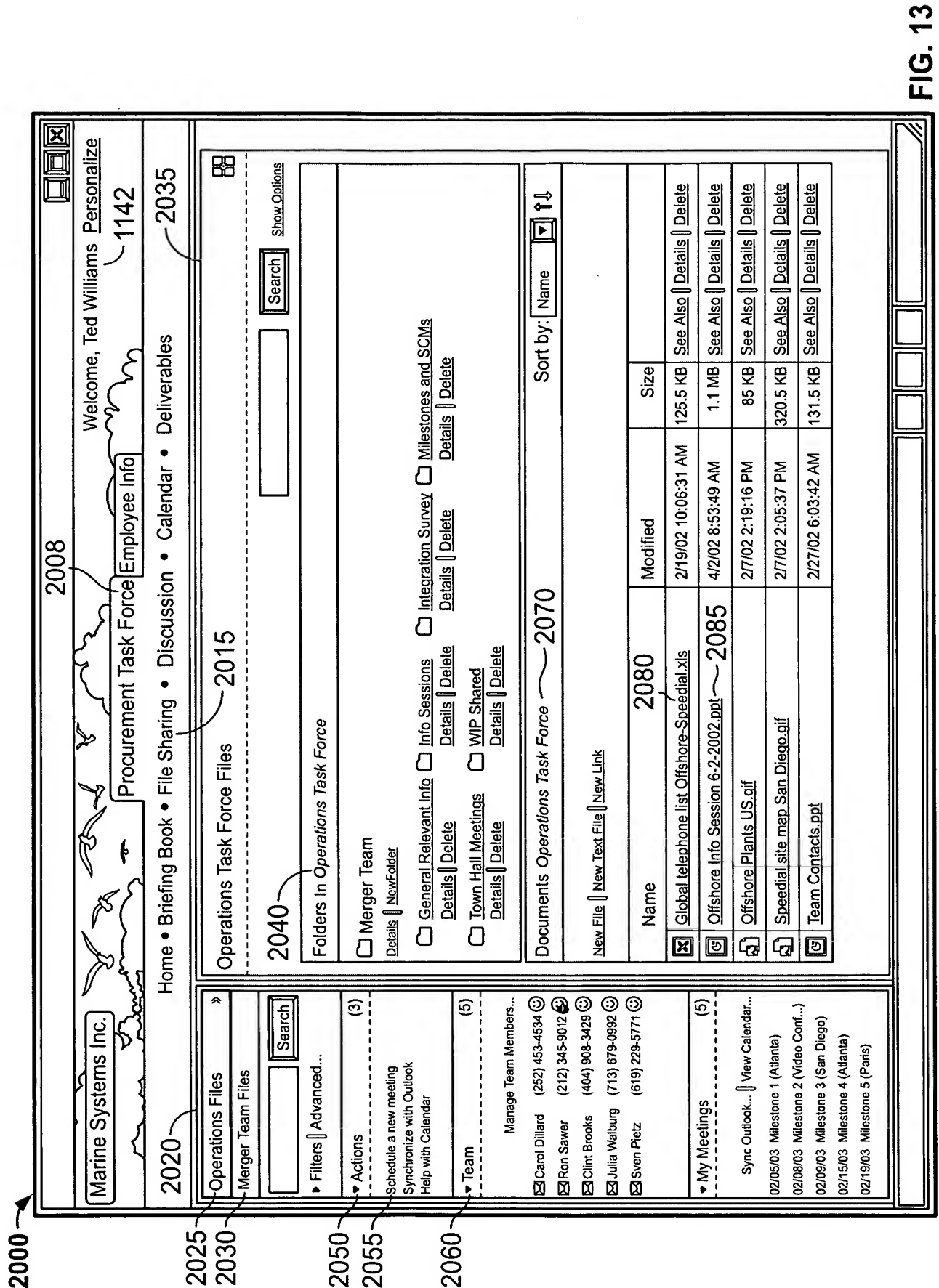


FIG. 13

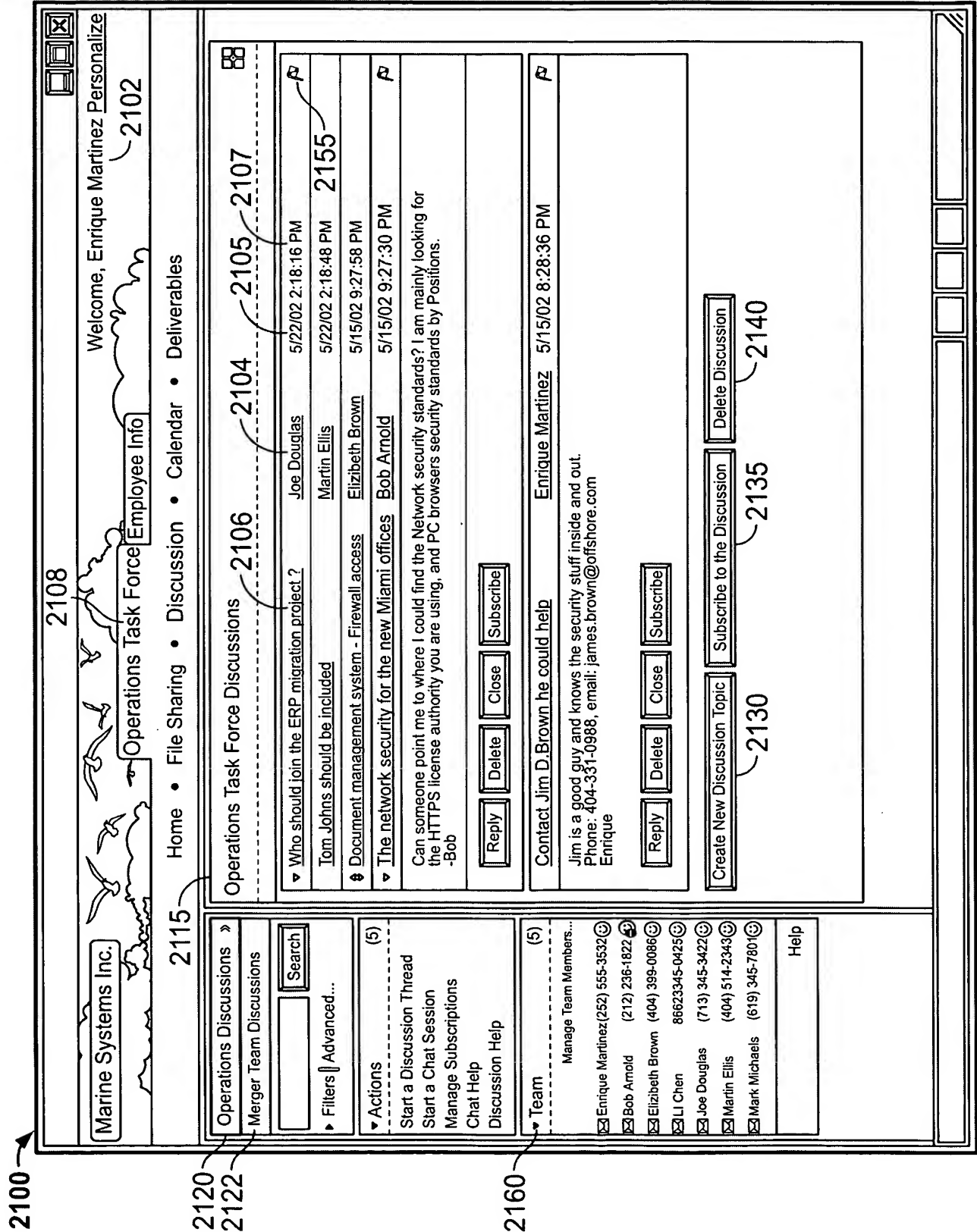
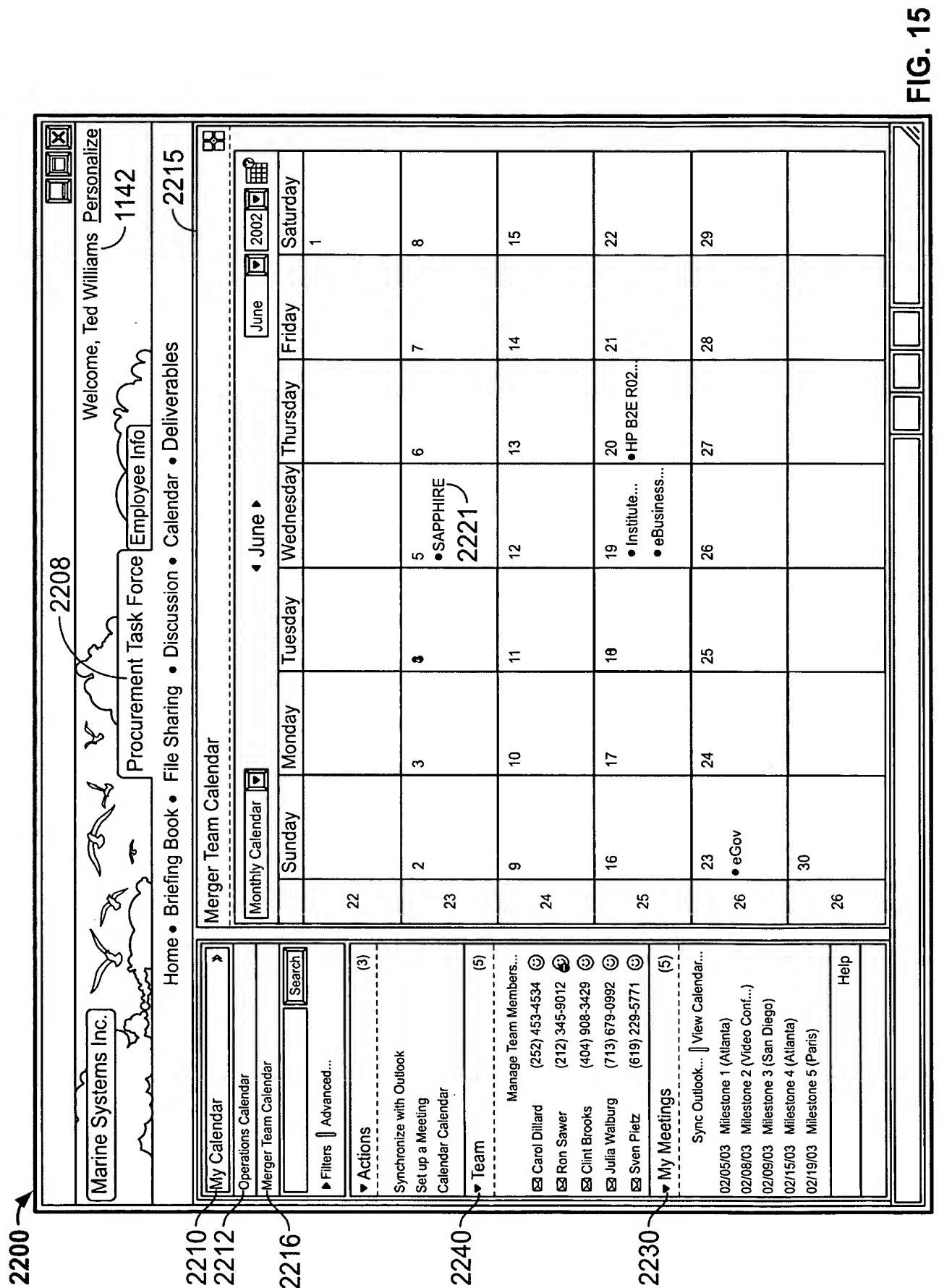


FIG. 14





**FIG. 16**



2400

Marine Systems Inc.

Welcome, Ted Williams Personalize

1142

Procurement Task Force Employee Info

2308

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Over View

Filespace

Methodology

Research and Reports

Log

Search

Filters | Advanced...

Actions (4)

Create Sub-deliverable

Create Issue Resolution Request

Communicate Decisions

Reassign this deliverable

Team (4)

Manage Team Members...

☒ Jack Black (252) 555-1212

☒ Donna Simone (252) 555-1212

☒ Norman Ballard (252) 555-1212

☒ Kai Ma (252) 555-1212

Help

Deliverable: Material Synergies 2416

► see details...

Status: Due: July 20, 2003

What's New

☒ Final decision on "Strategic Materials", Copper and Gold. The final decision is based on a vote of 8 vs. 3 and an evaluation of

Messages

U.S. Material procurement renegotiations failed... [1:56pm, 11/18/02; Jack Black]

Source

Regional Consolidation (Subdeliverable)

New Synergy Target-Microsoft Internet Explorer

Procurement Assessment Synergy 2510

Created By: Norman Ballard

Value Identified: 2507-2508 2515

Financial Impact: \$1,300,000 [see details: Calculation Sheet.xls]

Synergy Title: Supplier Consolidation 2439 2555 2550

Description: 2519 About 60% of the raw materials should be similar to the currently used ones of Marin sys. 2520

Date Created: November 02, 2002

Time Frame: 1 year out

Addressed to: Procurement / Materials Synergy

Deliverable: 2596

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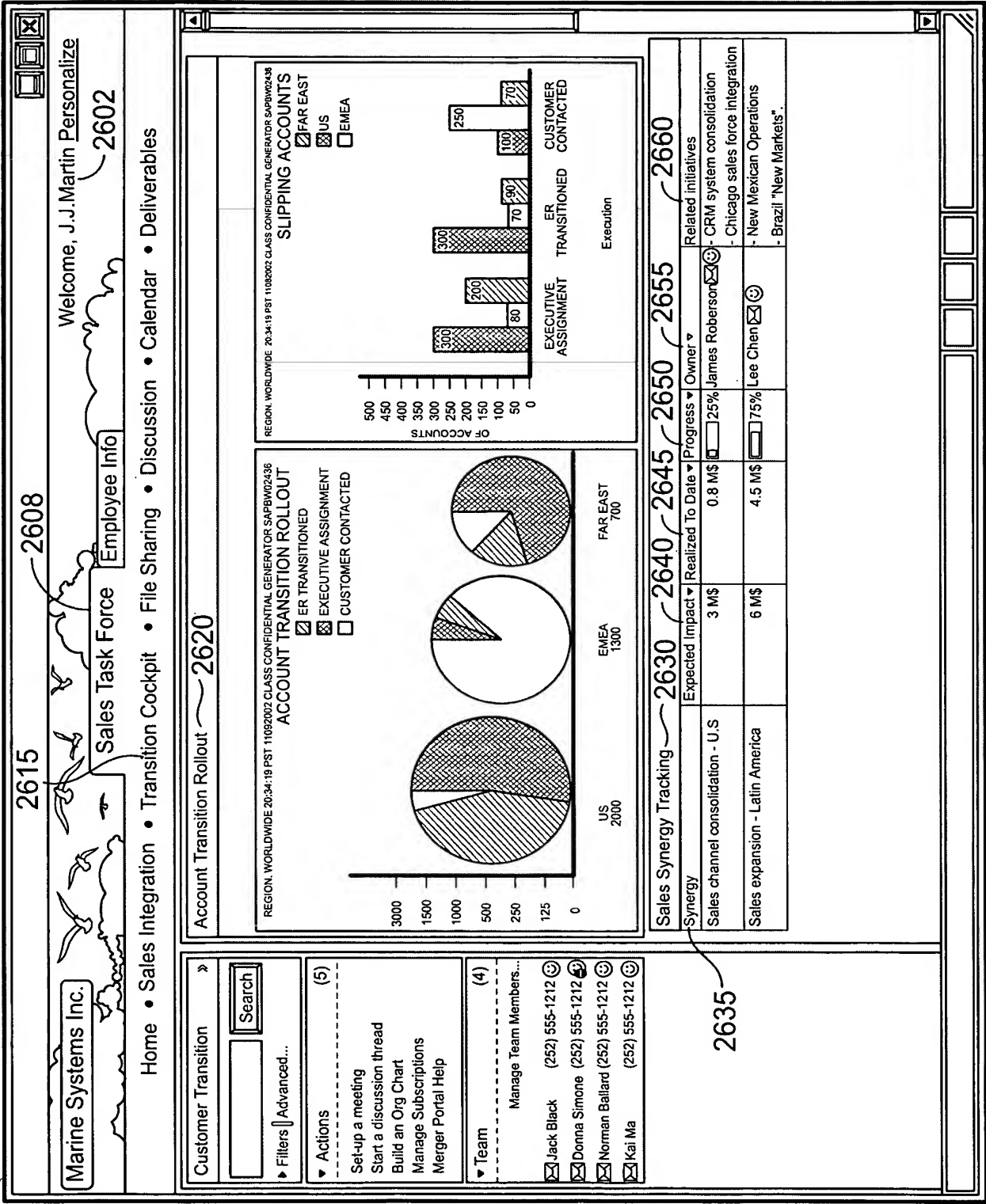


FIG. 19

<b>Offshore Systems Inc.</b> Merger and Acquisition System		<b>Procurement Task Force</b>	
Home   Briefing Book   File Sharing   D		Initiative Title: Private Sheet Metal Marketplace	
Deliverable: Cost Synergies and Capture		Comments	
Overview		Value Description	
File Space		Attached Files	
Methodology		Actions	
Research and Reports		Value Description	
Log		Actions	
Actions		Resources	
• Add New Task		Add New	
• Add New Synergy or Risk		Delete	
• Add New Initiative		Type	
Team		Description	
Ted Williams		Quantity	
650-515-1212		Priority	
		Save and Close	
		Cancel	
		Create Initiative	

FIG. 20

2800

Offshore Systems Inc.  
Merger and Acquisition System

1132  
Welcome! Norman

Pre-Deal Research

Home | Deals

Deal: Pro-Sailing Outfitter  
Candidate: Speedial Inc.

Financial Checklist >>  
Operations Checklist  
Candidate Profile 2818  
Research and Reports  
Meetings  
Synergies and Risks Summary

Actions  
• Export deal sheet to PowerPoint 2830

Candidate: Speedial Inc.: Financial Due Diligence Checklist: Procurement Assessment

Owner: Norman Ballard 1132  
Other Contributors: Jack Black, Donna Simone 2817  
Description: Document large procurement synergies and risks. This process helps determine the value of the company and get a first look at the over all cost savings expected from a potential equation.  
Net Financial Impact: 2819

\$ 1.30 M 2840  
Add New Synergy  
Add New Risk  
Delete  
View: All

Type	Title 2831	Added By	Financial Impact
<input type="checkbox"/> Risk	Only one supplier of key parts	Norman Ballard	2832 NA
<input type="checkbox"/> Synergy	United Fasteners Contract renegotiation	Norman Ballard	2833 \$ 1.30 M

Save and Close

Cancel

Related Research

Legal 2852  
Legal Due Diligence Document  
Accounting 2854  
Financial Balance Sheet  
Statement of Cash Flow  
Internal Budget and Forecast  
Accounts Payable  
Commercial 2856  
Suppliers and Customers  
supplier\_contract.doc[c]  
customer\_list.xls [c]  
customer\_report.doc[c]  
Procurement Items List and Pricing  
Supplier's Credit Terms  
Internal Data 2858  
Supplier Pricing  
Sample Procurement Reports

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FIG. 21

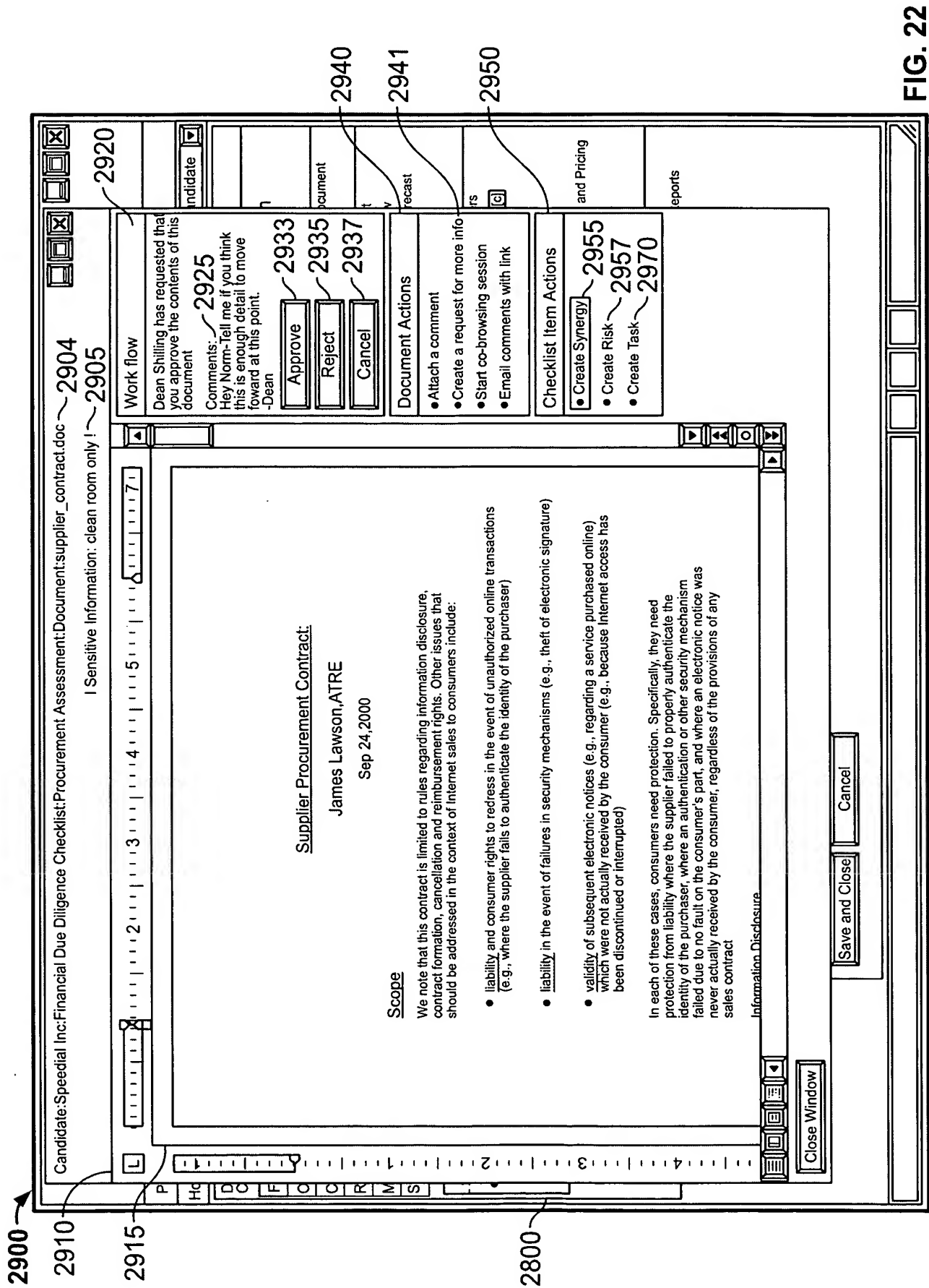


FIG. 22

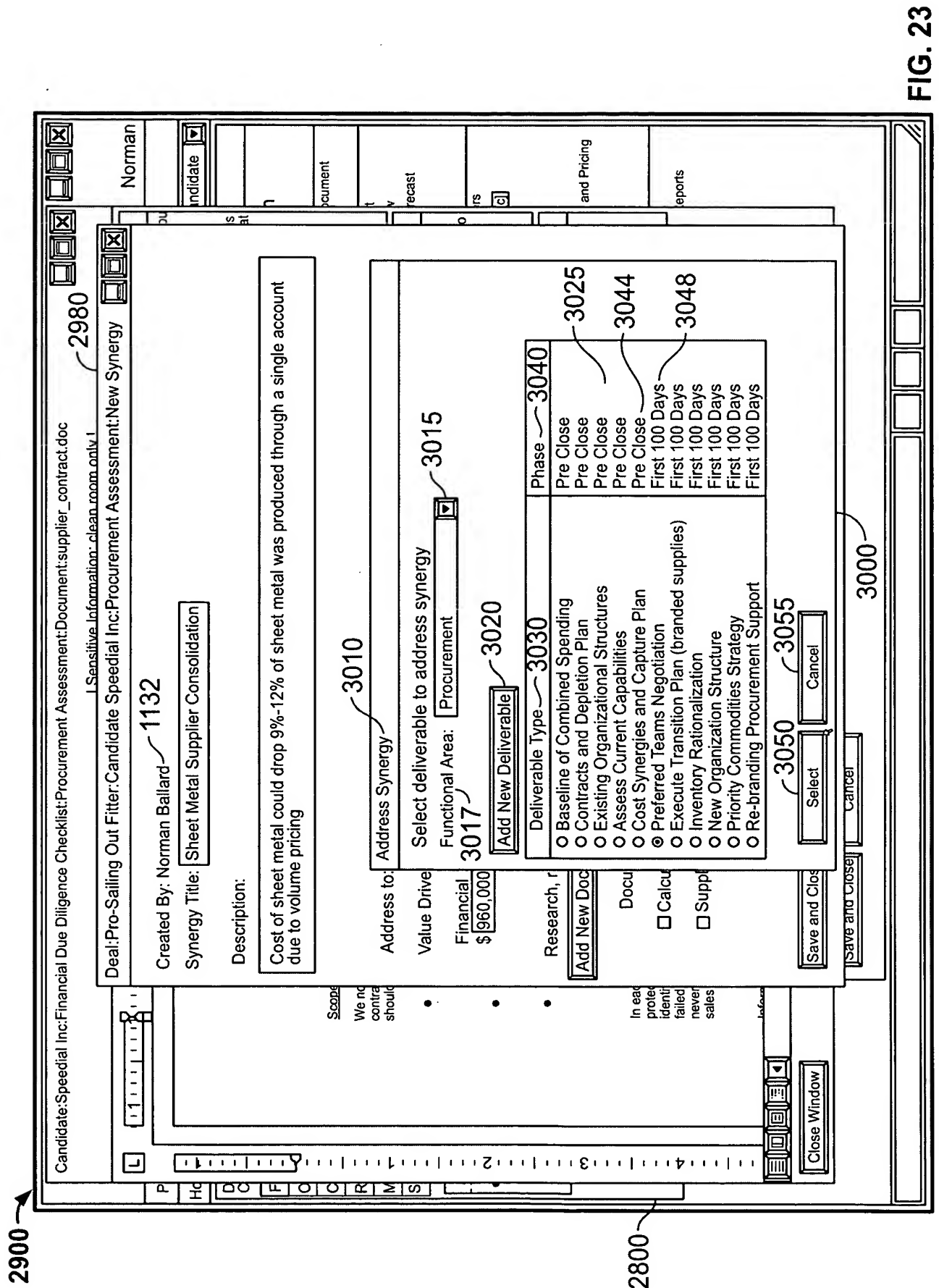


FIG. 23